

The Evening Herald.

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MARK IT A REAL CHRISTMAS.

CHRISTMAS this year falls on Saturday. It is cause for rejoicing. The Sunday following presents no business cares or calls for preparation and it will be possible for the busiest man and the busiest business to suspend on Friday night for a full two days of the fullest enjoyment of the greatest of all festivals.

The Evening Herald is going to set the example of full observance of the Christmas day by passing that day's paper. On Friday afternoon the Herald will issue an early edition through which Albuquerque business interests generally will present holiday greetings to patrons and friends. There will be no Herald on Christmas day.

INTERNATIONAL BUSINESS ETIQUETTE.

THE extension of our foreign trade, and especially the building up of new trade in South America, requires for its establishment more than merely American bottoms to carry the merchandise thither in. It requires, among other things, friendly acquaintance with the people sought as customers, leading up to intimate acquaintance with their characters and requirements looking to conformity to these particulars in our manner of doing business.

This point was brought out during the recent International Trade Conference, held last week under the auspices of the National Association of Manufacturers. At the banquet of the association, two officials representing South American countries, spoke—the ambassador from Brazil and the minister from Peru.

They conveyed in polished and diplomatic phrases an intimation that American merchants would not be able to sell goods to South Americans in the same slapdash manner in which a drummer would make a sales conquest in a western village. They believed that a deeper and better knowledge on the part of American bankers and business men concerning the Latin-American countries and peoples would inspire greater reciprocal sentiments of confidence and amity.

In a tactful, friendly way, with a delicate flavor of irony, they suggested that the extension of American trade and finance depended in large part upon the spirit of acceptance by the countries sought, and that this acceptance of our commercial good will and benefits would be in considerable measure dependent upon our merchants and financiers acquiring the international etiquette of trade to which South Americans, at least, have become accustomed.

These are lessons which our merchants must learn. Foreign trade, especially in countries new to us, is a matter of semi-diplomatic procedure. The "rules of the game" are international—not local or national. Shipping goods to foreign shores in the "take it or leave it" spirit is an absolutely fruitless operation. The more American bankers and merchants realize the necessity of a genuine and amiable knowledge of our sister republics and the cultivation of a spirit to produce mutual benefits, the greater will be the commercial entente cordiale, without which trade will refuse to grow.

BAD COOKING—AND DIVORCE.

IN THE current issue of Farm and Fireside is an article to prove that love and a well filled stomach go well together, but that hatred and treachery are born in an underdone steak. "Bad cooking is directly responsible for a large percentage of the divorce evil and much of the crime committed—in fact it might well be classed as a crime in itself."

"A good cook is the greatest statesman in the country in the true sense of the term." "Bank examining is all well enough for its purposes, but the examination of coons and kitchens is far more important. Of what avail are our pure-food laws if all food may be ruined in the kitchen?"

cook in any public eating house who has not been examined, found competent, and licensed, and had cooking—such as now exists in many public places—should be a misdemeanor punishable by law."

A NEW YEAR'S RESOLUTION.

HERE is sound doctrine for the campaign year from the Carlisle-Current; a staunch advocate of Democratic principles, but a believer before all in justice. "Politics during the coming year is going to be tremendously important. A great many state and city officials are to be elected in the various states, but the big fight is going to be for national control. Right now is a good time for you to resolve not to vote for the agitator, the demagogue and the revolutionist. The country is on the verge of great prosperity. We have a bumper crop; the Panama canal; war orders aggregating millions of dollars; the South American republics are opening their doors to American manufactured goods and the American dollar is becoming the world's standard of exchange. The situation is unprecedented. It is not the time to try experiments in government. Any radical depravity from the tried methods of government is apt to prove disastrous, and the country should stand solidly opposed to radical change. Business should be set alone. Adequate railroad legislation should be passed to enable the railroads to resume expansion. Capital should be allowed the same freedom that labor enjoys. There has been too much politics during the past few years. Let us resolve this year to let patriotism stand before all other considerations. Let the farmer join hands with the business man for mutual benefit, and serve notice on congress that only legislation that means prosperity and progress will be acceptable to the country."

PHRASES AND LOGIC.

PERSONS who endeavor to think up excuses for not favoring preparedness legislation throw up their hands in unholy horror and exclaim: "Look at the pistol-toter! He's the man that kills. If he had gone unarmed he would not have been so ready to resent an imagined wrong." Mr. Bryan recommends the use of this argument for those who would talk against preparedness.

The point is not pertinent. The case of the pistol-toter and the case of the armed soldier are not analogous. If they were, would it not be equally true that the soldier who fought four years in the war between the states would have made a lawless citizen upon receiving his discharge? We all know that the opposite was true. We have never had a class that respected law more scrupulously than the veterans of the great American war of fifty years ago. The same theory would make the sailor and soldier of today more lawless as a warrior of his country's uniform than he was when he wore citizen's clothes.

What is pertinent in these catchy phrases is, that if a nation armed against those who would abuse and deprecate it, and prepared to punish those who violate its laws, is a lawless nation, is sensitive nation ready to fight at the drop of the hat, who is it that municipalities maintain a police force. A municipality is not more aggressive nor more lawless because it is prepared to suppress lawless uprisings.

WHAT DO YOU THINK HE MEANS?

(Santa Fe, New Mexico.) The New Mexican has been giving and gets today given considerable space to the details of the sheep feeding experiment being carried out by Frank A. Hubbard in the Rio Grande valley below Albuquerque. We do so because we believe that, industrially the result of this experiment is of considerable value to the state, and because it continues to demonstrate that Mr. Hubbard is pre-eminently fitted for the business of this, economically and productively growing sheep.

HENRY FORD, PIECE WORKER, REJECTED BY MARINE CORPS

Philadelphia, Dec. 22.—A man named Henry Ford applied for enlistment today at the local recruiting office of the United States marine corps.

"I have been doing piece work," he told Sergeant Walter E. Carey who questioned him regarding former employment with a view to determining the man's moral fitness for Uncle Sam's sea soldiers. "I was a piece worker in a machine shop."

Ford could not pass the required examination, however, and was rejected by the medical examiner for "weak heart."

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Acid Test Put To Delegation By Henry Ford

Only Those Declaring Against Preparedness in America Entitled to Vote in Deliberations of Party.

(By Evening Herald Special Writer) San Francisco, Dec. 22.—How a brand new "acid test" was presented to the Ford peace party when far out at sea, with only the option of taking or leaving it, is explained in a conservatively worded cablegram sent from Christiania, Norway, by John D. Barry, a local writer, and published here today in the San Francisco Bulletin.

Friday night, according to Mr. Barry's cablegram, Rev. Jenkin Lloyd Jones of Chicago, representing a committee previously appointed, presented a declaration of three principles, two being simply "professions of faith that any believer in peace might have endorsed. The third one made the trouble, it said."

"We declare our opposition to any increase by the United States of her military and naval forces. "We are convinced that no good can be alleged for the expenditure by us of great sums of money in preparation for war. "We therefore call upon our fellow citizens in every state to unite in opposition to a policy dangerous to our country and the world and to join with all men and women in every land in active preparation for the day of international brotherhood."

Delegates were told that those who signed the declaration would constitute the voting body which should elect the American delegation to a prospective Hague conference; those who did not sign would not vote. Mr. Barry's cablegram confirmed previous reports that no opportunity for discussion or amendment was given.

Protestants stated what was distributed to be a chiefly new qualification for participation in the party were told by Rev. Dr. Charles F. Akod of San Francisco that it had been understood that those who went on the mission were against preparedness and this was confirmed by Henry Ford who said the point had been mentioned in his letter of invitation. Inquiry developed that those who did not reach all who accepted the invitation, but a copy was found which set forth that the proposed international conference "will be dedicated to the stoppage of this hideous international carnage and further dedicated to the prevention of future wars through the abolition of competitive armaments."

A proposal that these words be substituted for the preparedness part of the resolutions was not acted upon.

Everyone Should Drink Hot Water in the Morning Wash away all the stomach, liver, and bowel poisons before breakfast. To feel your best day in and day out, to feel clean inside, to keep your mind clear, your tongue clean and sweet, your breath of dawn cool, to keep your circulation free, your bowels regular, your stomach healthy, your nerves strong, your body and mind in the best of health, you must begin in the morning with a glass of hot water with a teaspoonful of lime-salt phosphate in it. This will cleanse, purify and freshen the entire alimentary tract, before you have more food into the stomach. Get a quart or more of Espinosa's phosphate from your pharmacist. It is inexpensive and almost tasteless, except a sourish taste which is not unpleasant. Drink phosphate hot water every morning to rid your system of these vile poisons and toxins, also to prevent their formation. You feel like a new man when you get up in the morning, after you have taken a glass of hot water before breakfast, and an ounce of phosphate in it. You feel like a new man when you get up in the morning, after you have taken a glass of hot water before breakfast, and an ounce of phosphate in it.

EL PASO MAKES PREPARATIONS FOR FESTIVAL

Quadrangular Attraction Still Ten Months Off But "Preparedness" Is Watch-Word In Border City.

El Paso, Tex., Dec. 22.—Although the great quadrangular festival to be held in El Paso in the fall of 1916 is fully ten months away those in charge of it are already making preparations for the big event. The festival will include the annual convention of the International Farm congress and the International Irrigation congress, the Soil Products exposition and the formal dedication of the completed El-Amphitheatrum dam.

Both the international farm congress and the irrigation congress have established offices in El Paso and the publicity bureaus of both are actively engaged in the preparation of advertising matter of all kinds, calculated to let the dry farmers and irrigationists of the world know what is being done in the way of furthering the interests of both.

The Soil Products exposition from a strictly agricultural point of view, will be the greatest agricultural fair ever held in this continent if not in the world. The exposition is held under the auspices of the International Farm congress and the Soil Products bureau of the Farm congress is preparing circulars for distribution among the farmers of the several states of the American union as well as of Canada, Cuba, Australia, France, Great Britain and the countries of South America urging them to begin now to prepare their exhibits for the El Paso show next October or November.

Inasmuch as the great bulk of the exhibits will be from the comparatively remote states and particularly from Arizona, New Mexico and Texas, steps are being taken to encourage the farmers of those states to get ready to compete for the ribbons, cups and cash prizes which will be offered.

In the opinion of the managers of the soil products show, it is quite important that there be not only a great number of competitors but that those who intend to compete begin at once the selection of their seeds, the preparation of the ground, the sowing of the seeds from which they expect to gather their fruit, etc.

In order to encourage the boys and girls of the southwest and of more distant farming communities, special prizes will be offered compelling boys' corn clubs, boys' pig clubs, boys' and girls' berry and small fruit clubs and girls' sewing clubs. The amount of these prizes has not yet been fixed but assurance is given that they will be well worth while.

Special prizes will also be offered for the encouragement of improvements in dairying methods in the southwest and those who contribute prize-winning entries. These prizes are urged to begin growing their dairy cattle, thus early for the big show, in order that the records of production which will be exhibited, will bring them into the prize-winning class. The amount of these prizes has not yet been fixed but assurance is given that they will be well worth while.

Special prizes will be offered for the encouragement of seed growers and big growers and for the breeders of the better grades of range cattle, all of which leads to the belief that the live stock department of the big El Paso show will constitute one of the largest live stock exhibitions ever held in this country.

All persons interested in who contemplate exhibiting live show, or soil products are urged to write the secretary of the International Farm congress, El Paso, Texas, for further and more detailed information.

BOYD TO ATTEND CONFERENCE OF LATIN EDUCATORS

President of University to Participate in Sessions of Pan-American Congress and Education Specialists.

Dr. David R. Boyd, president of the university, left on No. 2 this afternoon for Washington, where he will participate in the sessions of the Pan-American congress. The principal session which the doctor will attend will be that of educators, prominent educational figures having scheduled a meeting to discuss the training of Americans for commercial and economic service in Latin America.

This work is one lately taken up by the university. Prof. Roscoe R. Hill having been attached to the faculty for the purpose of fostering the plans for the development of commercial economists specially trained for work in Latin America.

Dr. Boyd, as head of the first institution in this country to give special courses, with this end in view, was specially invited to attend the congress. This is the second session of the Pan-American congress, the first having been held in Brazil in 1913.

WATER COMPANY ASKS MANDAMUS AGAINST COUNTY

Claims Treasurer Mandell Is Wrong on Point That Leads Him to Withhold Certificate of Tax Redemption.

Asking for a writ of mandamus to compel the issuance of a certificate of redemption of the property in this city, the Water company today started action against County Treasurer Mike Mandell. The suit hinges over a question of interest alleged to be due on such taxes. The water company says for 1907 were not paid and half its taxes for 1908 were unpaid, and in due course the treasurer's office sold the property. The present management of the water company turned over the care of the unpaid tax bills, and demands a certificate of redemption to clear away the lien established by the sale. Treasurer Mandell maintains that interest is due on the taxes and that the water company is not entitled to a certificate until the interest is paid. There is a law in effect at present permitting the redemption of property sold for taxes without interest, but the treasurer's contention is that since the law went into effect after the company's taxes became delinquent it does not apply to the transaction in question. The company holds that it does.

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PARADE PERMIT IS NECESSARY TO MOVE FOREIGN SHIPMENT. Chicago, Ill., Dec. 22.—Chicago's Christmas shoppers witnessed a very unusual sight today when the Chanwell Chemical company hauled a shipment of 10-day maps through the business section of the city, and which was consigned to a foreign port. This shipment, weighing 173 tons and valued at \$25,000, formed such a long procession that it was necessary to first obtain a parade permit before the merchandise could be taken to the freight station. A squad of mounted police headed this unique parade, which was five blocks in length, and for some time all downtown traffic was completely blocked. The shipment was an out-right sale and taxed the load capacity of thirty-four immense trucks, each of which was decorated with American flags and carried bunting signs reading, "One order to one country." This is by far the largest single order of oil maps for Europe ever shipped by any concern at one time, and it is the result of an aggressive campaign on the part of the Chanwell Chemical company for foreign business. Since the world war began the company has sold more than 150,000 maps in Europe alone. A previous export shipment, fully insured at its value of \$42,000, and carried by the steamship Takam, went to the bottom when this boat was torpedoed recently by a submarine. Leg hands for both poultry and pigeons—10 cts. dozen—the kind that will not lose off. E. W. FEEL. 212-214-216 W. Lead.

The Most Puzzling Gift Problem Solved— Send Flowers. Sentiment expresses itself better in flowers than in anything else. A corsage bouquet of violets, a box of roses or a luxurious growing plant is a most appropriate Christmas gift. Our flowers are beautiful, fresh and bright. We take great care in the way we put them up and cut them. We will deliver anywhere at any time up to and including Christmas day. Byron Henry Ives FLORIST Phone 732 Fourth and Santa Fe

WANT ADS PAY. TRY ONE.

Dolls, Toys and Gift Goods

- Bells... 10 to 25.00 Doll Buggies... 1.50 to 25.00 Espinosa Wine... \$1.00 to \$1.75 Sewing Boxes... 1.50 and 25.00 Red Chairs... 1.50 to 65.00 Ice Cream... 1.00 to 1.50 Rubber Balls... 1.00 to 5.00 Men's Beautiful Silk Ties... 25c and 50c Boys' Beautiful Silk Ties... 25c and 50c Handkerchiefs... 5c to 35c Silk Handkerchiefs... 25c and 50c Fine Silk Mullers... 50c to \$1.25 President Suspenders, in boxes... 1.50 Boys' Warm Caps... 25c to 50c Men's Warm Caps... 25c to \$1.00 Ladies', Misses' and Children's Coats... at Factors Cost. Ladies' and Misses' Wool Sweaters... \$1.00 to \$2.00 Men's Sweaters... 60c to \$1.25 Boys' Sweaters... 35c to \$1.75 Pillow Tops... 25c to 60c New Warm Comforters... \$1.25 to \$1.50 Good Shoes for every member of the family. Christmas Tree Candles, box... 10c Christmas Tree Candle Holders... 10c Christmas Tree Ornaments... 10c Christmas Candles... 10c to 25c Christmas Ornaments... 25c, 25c, 25c, 10c Christmas Apples, box... \$1.00 to \$1.75 Christmas Best Quality Candles... 10c Christmas Plum Pudding, 1-lb. can... 10c Christmas Best Quality Mixed Nuts... 25c 5 lbs. Best Quality Walnuts... 95c Corn, Peas and Tomatoes, 3 cans... 25c 2 large cans Apples... 25c Fresh Cream of Whort, pkc... 15c New Breakfast Malted, 2 lbs... 25c Large pkc. Pancake Flour... 10c

DOLDE'S "Your Dollar Buys More" Phone 664 210-12 Second Street ALL GOODS DELIVERED.

MERRY CHRISTMAS IS THE GREETING that will fall on everybody in the course of a few days. Make Christmas a Merry one for Him, for Her, for the Boy and Girl—for everybody in the family. Do not fail to remember them during Yuletide. No matter how small the gift it will be appreciated, and also remember Kistler Collister Co. is the store of Many Gifts. Kistler Collister Co. ALBUQUERQUE'S DRY GOODS SHOP